

NICLAS HANSEMARK

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PROFILE

A hard-working and very fast learner with strong organizational skills, I perform my tasks very efficiently with a positive, proactive attitude. I enjoy challenges and increasing responsibilities (a side-effect of being a fast learner) while striving towards a friendly work environment for my co-workers and superiors.

Core Competencies

- Critical Thinking and Problem Solving
- Multicultural/International Awareness
- Mentoring and Teaching
- Organizing and Planning
- Strategic Management
- Project Management

EDUCATION

Lund University (Lund, Sweden) 2008
Master of Political Science

Lund University School of Economics and Management (Lund, Sweden) 2017
Bachelor of Business Administration (Strategic Management)

EXPERIENCE

Social Insurance Agency (Sweden) – *Insurance Analyst/Lean-coach* 2015 – Present

- Analyse and decide on international medical claims in cooperation with other agencies.
- Facilitate Lean workflows and processes as well as suggesting changes.
- Conducted a study on operational conditions facing Lean-coaches and their activities.

iMAR Entertainment (Sweden) – *Director (Affiliate Program)* 2017 – Present

- Facilitating entry and growth of market share in newly set up market (Sweden)
- Recruiting and managing a network of agents.
- Providing market research on the local market.

10EQS (Switzerland) – *Business Analyst* 2012 – Present

- Conducting primary research with virtual work teams across the globe.
- Independently performing secondary research on various organizations and activities.
- Collate data and produce presentations for engagement managers and clients.

Hansemark (Singapore) – *Owner/Chairman/Director* 2014 – 2016

- Conduct country- and culture analysis as well as industry/market research for clients.
- Business development activities, primarily in Singapore.
- Handle day-to-day administration and supplier relations as well as accounting and financing.

RGF HR Agent (Singapore) – *Consultant* 2011 – 2013

- Research and source candidates, while also conducting interviews and client presentations.
- Produce ad hoc consulting reports.
- Industry focus: Advertising/Creative, Games and IT as well as Management Consulting.
- CEI Certified (with EFMA) and TAFEP evangelist; MVP in June 2013.

- Streetdirectory.com** (Singapore) – *Senior Account Executive* 2011
- Analyse potential markets and conducted door to door sales in chosen areas.
 - Account management of new and existing digital marketing accounts.
 - Customize and present sales-deck for clients in their offices.
- Eastport Maritime** (Singapore) – *Analyst* 2010–2011
- Monitor, analyse and report on global market conditions in petrochemical and shipping.
 - Manage statistical databases in Excel and Salesforce.
 - Produce ad hoc consulting reports for clients, frequently within tight deadlines.
- Sole Proprietorship** (Sweden/Singapore) – *Consultant* 2009–2010
- Attended and produce reports on events (e.g. EUROPLACE) for Japanese client.
 - Sourcing of Swedish suppliers for Chinese/Japanese client, providing reports and samples.
 - Sourcing of thermal coal supplier for client in Singapore.
 - Sourcing of DNV-shackle supplier for client in Singapore.
- Delegation of the European Commission to Japan** (Japan) – *Intern* 2007
- Supported senior diplomatic staff with reports, presentations and official correspondences.
 - Attending events and functions, writing reports for the politics and economics section.
 - Carried out an investigative study, part of which was integrated into my masters’ thesis.
- Göta Engineering Regiment** (Sweden) – *Assistant Squad Leader* 2003
- Trained to take and hold ground from enemy attacks either by regular or special forces.
 - Elected Platoon Safety Assistant.
 - Home Guard Squad leader (2003-2010) and Intelligence Staff at Battalion HQ (2015-)
- Nolato** (Sweden) – *Process Technician* Summers of 2000, 2001 and 2002
- Serving injection moulding machinery, making sure they run and perform smoothly.
 - Quality Control of manufactured plastic parts both individually and in teams.

OTHER SKILLS AND EXPERIENCE

Language: English (Fluent), Swedish (Fluent) and Japanese (Conversational).

Technical: MS Office, Photoshop and Salesforce as well as Windows, MS DOS and Linux.

Interests: Fitness, cooking and creative writing as well as graphic design.